

AMENDMENT TO THE CLAIMS

1. **(Currently Amended)** A computer-implemented method comprising:

receiving a forecast definition at a computer system, wherein

the forecast definition comprises a definition of a plurality of forecast intervals
~~and a forecast period, and~~

~~the forecast period comprises a plurality of forecast intervals;~~

automatically generating a plurality of forecast snapshots, using a processor of the computer system, wherein

~~the automatically generating the plurality of forecast snapshots is performed using the forecast definition, and~~

the automatically generating the plurality of forecast snapshots comprises

for each forecast interval of the plurality of forecast intervals,

automatically generating a forecast snapshot of the plurality of forecast snapshots, wherein the automatically generating the forecast snapshot comprises

automatically generating a forecast, wherein

the forecast corresponds to the forecast interval,

and

~~for each forecast interval of the plurality of~~

~~forecast intervals,~~ the automatically generating the forecast is performed according to the forecast definition,

automatically generating forecast summary information

for the forecast, and

automatically generating the ~~[[each]]~~ forecast snapshot ~~of~~

~~the plurality of forecast snapshots,~~ wherein

the ~~[[each]]~~ forecast snapshot ~~of the plurality of~~

~~forecast snapshots~~ comprises

the forecast, and

the forecast summary information for the forecast, and

storing the forecast snapshot;
~~receiving a request at the computer system, wherein~~
~~the request is configured to cause forecast information for the forecast period~~
~~to be generated and displayed;~~
in response to ~~[[the]]~~ receiving ~~[[the]]~~ a request, ~~generating the forecast information~~
~~for the forecast period~~ retrieving a stored forecast snapshot, wherein
the stored forecast ~~information is generated using~~ snapshot is one of the
plurality of forecast snapshots; and
~~in response to the receiving the request and the generating the forecast information~~
~~for the forecast period,~~ displaying ~~[[the]]~~ forecast information for the stored
forecast snapshot, wherein
the forecast information comprises
a forecast for the stored forecast snapshot, and
forecast summary information for the forecast, and
the forecast ~~period~~ information is displayed on a display coupled to the
processor.

2. **(Currently Amended)** The computer-implemented method of claim 1, wherein the forecast information comprises a date for each forecast snapshot.
3. **(Currently Amended)** The computer-implemented method of claim 1, wherein the forecast information comprises a row for a participant that, when selected, provides more detailed information about the participant.
4. **(Currently Amended)** The computer-implemented method of claim 1, wherein the forecast information comprises closed revenue and forecast revenue.
5. **(Currently Amended)** The computer-implemented method of claim 4, wherein the forecast information comprises pipeline revenue.
6. **(Currently Amended)** The computer-implemented method of claim 4, wherein the forecast information comprises expected revenue.

7. **(Currently Amended)** The computer-implemented method of claim 1₂ wherein the forecast information comprises closed revenue and forecast revenue.
8. **(Currently Amended)** The computer-implemented method of claim 7₂ wherein the forecast information comprises pipeline revenue.
9. **(Currently Amended)** The computer-implemented method of claim 7₂ wherein the forecast information comprises name of the participant.
10. **(Currently Amended)** The computer-implemented method of claim 1₂ wherein the forecast information comprises information for each opportunity of a user.
11. **(Currently Amended)** The computer-implemented method of claim 10₂ wherein ~~the forecast information for~~ each opportunity ~~includes~~ comprises an opportunity identifier and forecast revenue.
12. **(Currently Amended)** The computer-implemented method of claim 1₂ wherein the forecast information comprises
 - a row of information for each forecast snapshot of the plurality of forecast snapshots,
 - a row of information for each participant within each forecast snapshot of the plurality of forecast snapshots, and
 - a row for each opportunity of a user.
13. **(Currently Amended)** The computer-implemented method of claim 1₂ wherein the forecast information comprises forecasted quantity of a product.
14. **(Currently Amended)** The computer-implemented method of claim 1₂ wherein the forecast information comprises closed quantity of a product.
15. **(Currently Amended)** The computer-implemented method of claim 1₂ wherein the forecast information comprises pipeline quantity of a product.

16. (Currently Amended) A computer system ~~for presenting forecast information,~~
comprising:

a memory, configured to store a forecast definition and a plurality of forecast snapshots,
wherein

the forecast definition comprises a definition of a plurality of forecast intervals
~~and a forecast period, and~~

~~the forecast period comprises a plurality of forecast intervals;~~

a processor, coupled to ~~[[said]]~~ the memory and configured to generate the plurality of
forecast snapshots, wherein

~~the plurality of forecast snapshots is generated using the forecast definition,~~
~~and~~

~~generating~~ the plurality of forecast snapshots ~~comprises~~ are generated by

for each forecast interval of the plurality of forecast intervals,

automatically generating a forecast snapshot of the plurality of

forecast snapshots, wherein the automatically generating

the forecast snapshot comprises

automatically generating a forecast, wherein

the forecast corresponds to the forecast

interval, and

~~for each forecast interval of the plurality~~

~~of forecast intervals,~~ the

automatically generating the forecast

is performed according to the

forecast definition,

automatically generating forecast summary

information for the forecast, and

automatically generating the ~~[[each]]~~ forecast

snapshot ~~of the plurality of forecast~~

~~snapshots,~~ wherein

the ~~[[each]]~~ forecast snapshot ~~of the~~

~~plurality of forecast snapshots~~

comprises

the forecast, and

the forecast summary information

for the forecast, and

storing the forecast snapshot;

~~said processor further configured to receive a request, wherein~~

~~the request is configured to cause forecast information for the forecast period~~

~~to be generated and displayed;~~

[[said]] the processor further configured to ~~generate the forecast information~~ retrieve

a stored forecast snapshot, in response to receiving a request, wherein

the stored forecast ~~information is generated using~~ snapshot is one of the

plurality of forecast snapshots; and

[[said]] the processor coupled to a display further configured to display [[the]] forecast

information for the ~~forecast period, in response to receiving the request and~~

~~generating the forecast information~~ stored forecast snapshot, wherein

the forecast information comprises

a forecast for the stored forecast snapshot, and

forecast summary information for the forecast.

17. (Currently Amended) The computer system of claim 16, wherein the forecast information comprises a date for each forecast snapshot of the plurality of forecast snapshots.
18. (Currently Amended) The computer system of claim 16, wherein the forecast information comprises:
 - a row for a participant that, when selected, provides more detailed information about the participant, and
 - the more detailed information comprising opportunity information.
19. (Currently Amended) The computer system of claim 16, wherein the forecast information comprises forecast revenue.
20. (Currently Amended) The computer system of claim 16, wherein

the forecast information comprises closed revenue.

21. **(Currently Amended)** The computer system of claim 16, wherein the **forecast** information comprises expected revenue.
22. (Canceled)
23. **(Currently Amended)** The computer system of claim 16, wherein **the forecast** information comprises forecast revenue.
24. **(Currently Amended)** The computer system of claim 16, wherein the **forecast** information comprises pipeline revenue.
25. **(Currently Amended)** The computer system of claim 16, wherein the **forecast** information comprises name of the participant.
26. **(Currently Amended)** The computer system of claim 16, wherein the forecast **for the stored forecast snapshot** comprises information for each current opportunity of a user.
27. **(Currently Amended)** The computer system of claim 16, wherein the forecast **for the stored forecast snapshot** comprises information for each opportunity of a user stored in **[[a]] the stored** forecast snapshot ~~**of the plurality of forecast snapshots.**~~
28. **(Currently Amended)** The computer system of claim 16, wherein the forecast information comprises
 - a row of information for each forecast snapshot of the plurality of forecast snapshots,
 - a row of information for each participant within each forecast snapshot of the plurality of forecast snapshots, and
 - a row for each opportunity of a user.

29. **(Currently Amended)** The computer system of claim 16, wherein the forecast information comprises forecasted quantity of a product.
30. **(Currently Amended)** The computer system of claim 16, wherein the forecast information comprises closed quantity of a product.
31. **(Currently Amended)** The computer system of claim 16, wherein the forecast information comprises pipeline quantity of a product.
32. **(Currently Amended)** A non-transitory computer-readable storage medium containing instructions for controlling a computer system ~~to present forecast information~~, wherein said instructions, when executed by a processor in said computer system, cause said processor to perform a method comprising:
- receiving a forecast definition at a computer system, wherein
- the forecast definition comprises a **definition of a plurality of** forecast intervals
- ~~and a forecast period, and~~
- ~~the forecast period comprises a plurality of forecast intervals;~~
- automatically generating a plurality of forecast snapshots, using a processor of the computer system, wherein
- ~~the automatically generating the plurality of forecast snapshots is performed~~
- ~~using the forecast definition, and~~
- the automatically generating the plurality of forecast snapshots comprises
- for each **forecast interval of the plurality of forecast intervals**,
- automatically generating a** forecast snapshot of the plurality of
- forecast snapshots, **wherein the automatically generating**
- the forecast snapshot comprises**
- automatically generating a forecast, wherein
- the forecast corresponds to the forecast interval,**
- and**
- ~~for each forecast interval of the plurality of~~
- ~~forecast intervals,~~ the automatically

generating the forecast is performed
according to the forecast definition,
automatically generating forecast summary information
for the forecast, and
automatically generating the ~~[[each]]~~ forecast snapshot ~~of~~
~~the plurality of forecast snapshots~~, wherein
the ~~[[each]]~~ forecast snapshot ~~of the plurality of~~
~~forecast snapshots~~ comprises
the forecast, and
the forecast summary information for the
forecast, **and**
storing the forecast snapshot;
~~receiving a request at the computer system, wherein~~
~~the request is configured to cause forecast information for the forecast period~~
~~to be generated and displayed;~~
in response to ~~[[the]]~~ receiving ~~[[the]]~~ a request, ~~generating the forecast information~~
~~for the forecast period~~ **retrieving a stored forecast snapshot**, wherein
the **stored** forecast ~~information is generated using~~ **snapshot is one of** the
plurality of forecast snapshots; and
~~in response to the receiving the request and the generating the forecast information~~
~~for the forecast period,~~ displaying ~~[[the]]~~ forecast information for **the stored**
forecast snapshot, wherein
the forecast information comprises
a forecast for the stored forecast snapshot, and
forecast summary information for the forecast.

33. (Currently Amended) The non-transitory computer-readable storage medium of claim 32, wherein
the forecast information comprises a date for each forecast snapshot of the plurality of forecast snapshots.

34. **(Currently Amended)** The non-transitory computer-readable storage medium of claim 32, wherein
 the forecast information comprises a row for a participant that, when selected, provides more detailed information about the participant.
35. **(Currently Amended)** The non-transitory computer-readable storage medium of claim 32, wherein
 the forecast information comprises a name of a participant.
36. **(Currently Amended)** The non-transitory computer-readable storage medium of claim 32, wherein
 the forecast information comprises
 a row of information for each forecast snapshot of the plurality of forecast snapshots, and
 a row of information for each participant within each forecast snapshot of the plurality of forecast snapshots.
37. **(Currently Amended)** The non-transitory computer-readable storage medium of claim 32, wherein
 the forecast information comprises forecasted quantity of a product.
38. **(Canceled)**
39. **(New)** The computer-implemented method of claim 1, wherein
 the forecast definition comprises a definition of a forecast period,
 the forecast period comprises the plurality of forecast intervals,
 the retrieving retrieves the plurality of forecast snapshots, and
 the displaying further comprises
 displaying forecast information for the forecast period on the display by
 displaying forecast information for the plurality of forecast snapshots on the display.